



INDIA ENERGY STORAGE AND SMART GRID REVERSE TRADE MISSION AND WORKSHOP PROGRAM

SEPTEMBER 26 - OCTOBER 6, 2018 | SAN FRANCISCO, CA • WASHINGTON, DC

WORKSHOP I: OCTOBER 4, 2018 | WASHINGTON, DC WORKSHOP II: DECEMBER 2018 | MUMBAI, INDIA

Opportunity to meet leading energy decision-makers from across India as part of the India Energy Storage and Smart Grid Program sponsored by the U.S. Trade and Development Agency. Through this effort, a reverse trade mission and two workshops provide a forum for U.S. and Indian power sector stakeholders to better understand how U.S. grid modernization, energy storage, energy efficiency and renewable energy integration solutions can support India's efforts to meet increasing energy demand across the country. The activities will also highlight regulatory policies and best practices and financing mechanisms to spur increased investment in cutting edge technologies in India that already are transforming energy distribution globally.

PROGRAM EVENTS

REVERSE TRADE MISSION:

SAN FRANCISCO, CA and WASHINGTON, D.C. | September 26 – October 6, 2018

The Indian delegation (up to 12 Indian power sector stakeholders) will participate in a program of roundtables, utility site visits and meetings with U.S. companies in San Francisco, CA and Washington, D.C. to facilitate U.S. – India engagement in power sector development.

WORKSHOP I: WASHINGTON, D.C. | October 4, 2018

This one-day Workshop will highlight India's power sector needs, upcoming procurements, and projects and provide an opportunity for U.S. firms to engage with the Indian delegation through roundtable discussions and one-on-one meetings.

WORKSHOP II: MUMBAI, INDIA | December 2018

A follow-on two-day Workshop will take place in Mumbai, providing a forum for U.S. and Indian industry and policymakers to discuss technical, commercial, regulatory and policy aspects of energy storage, smart grid and energy efficiency implementation, including how to work together to move projects forward.

Workshop agendas will include:

- Market intelligence on current initiatives, procurement opportunities, and challenges
- U.S. industry technology panel discussions
- Updates on financing mechanisms
- Pre-scheduled one-on-one meetings between U.S. and Indian representatives
- Networking lunches and breaks

Sponsorships are available to showcase U.S. company expertise. See the Sponsorship Opportunities section on the next page for the many ways to promote your company throughout the program.

ABOUT USTDA

The U.S. Trade and Development Agency helps companies create U.S. jobs through the export of U.S. goods and services for priority development projects in emerging economies. USTDA links U.S. businesses to export opportunities by funding project preparation and partnership building activities that develop sustainable infrastructure and foster economic growth in partner countries.

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FOR MORE INFORMATION

The program is organized on behalf of USTDA by The Webster Group.

To learn more, please visit:
<https://webster.eventsair.com/indiaenergy/home>

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WHY SPONSOR THE PROGRAM?

India's power sector has grown by 5.5% per year over the past decade, recently passing Russia to become the world's third largest electricity producer. Fueled by unprecedented economic activity and a growing middle class demanding a reliable power supply, this growth is expected to continue. Sponsorship delivers tangible marketing benefits and distinctive recognition opportunities, while increasing your company's visibility and presence throughout the program to the delegation and public and private sector attendees of the workshops.

TERAWATT SPONSOR (ONE AVAILABLE) | COST: \$5,000 | SPONSORSHIP OF BOTH WORKSHOPS

Reverse Trade Mission & D.C. Workshop (Coffee Break Sponsor):

- Priority consideration for site visits/tours and/or meetings with the delegates outside of the workshop
- Complimentary registration for four (4) sponsor participants
- First choice for one-on-one meetings with the delegates at the D.C. workshop

Mumbai Workshop (Reception Sponsor):

- Complimentary registration for two (2) sponsor participants
- Exclusive speaking opportunity at reception and priority consideration for other speaking opportunities
- Reserved seating at delegate table
- Complimentary table-top exhibit space

Marketing:

- Company promotional material (2 pages) to be distributed to the delegates and attendees in their briefing materials
 - Podium acknowledgement at the workshops
 - Company logo included on event signage, event website and all other event materials
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GIGAWATT SPONSOR (THREE AVAILABLE) | COST: \$2,500 | SPONSORSHIP OF BOTH WORKSHOPS

Reverse Trade Mission & D.C. Workshop (Lunch or Coffee Break Sponsor):

- Priority consideration for site visits/tours and/or meetings with the delegates outside of the workshop
- Complimentary registration for two (2) sponsor participants
- Priority choice for one-on-one meetings with the delegates at the D.C. workshop

Mumbai Workshop (Lunch or Coffee Break Sponsor):

- Complimentary registration for two (2) sponsor participants
- Priority consideration for speaking opportunity
- Reserved seating at delegate table
- Complimentary table-top exhibit space

Marketing:

- Company promotional material (2 pages) to be distributed to the delegates and attendees in their briefing materials
 - Podium acknowledgement at the workshops
 - Company logo included on event signage, event website and all the event materials
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MEGAWATT SPONSOR (THREE AVAILABLE) | COST: \$1,500 | SPONSORSHIP OF BOTH WORKSHOPS

Reverse Trade Mission & D.C. Workshop:

- Priority consideration for site visits/tours and/or meetings with the delegates outside of the workshop
- Complimentary registration for one (1) sponsor participant
- Priority choice for one-on-one meetings with the delegates at the D.C. workshop

Mumbai Workshop (Coffee Break Sponsor):

- Complimentary registration for one (1) sponsor participant
- Complimentary table-top exhibit space

Marketing:

- Company promotional material (1 page) to be distributed to the delegates and attendees in their briefing materials
 - Podium acknowledgement at the workshop
 - Company logo included on event signage, event website and all other event materials
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KILOWATT SPONSOR | COST: \$500 | SPONSORSHIP OF DC WORKSHOP ONLY

Reverse Trade Mission & D.C. Workshop:

- Priority consideration for site visits/tours and/or meetings with the delegates outside of the workshop
- Complimentary registration for one (1) sponsor participant

Marketing:

- Company promotional material (1 page) to be distributed to the delegates and attendees in their briefing materials
- Podium acknowledgement at the workshop
- Company logo included on event signage, event website and all other event materials